

## AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☒ **FEDERAL CANDIDATE**

☐ **STATE/LOCAL CANDIDATE**

**To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3**

<b>Station and Location:</b>  WOAI-TV	<b>Date:</b> 10/14/2016
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I, Screen Strategies Media,

being/on behalf of: Pete Gallego,

a legally qualified candidate of the Democratic

political party for the office of: Congress

in the General

election to be held on: 11/8/2016

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks

**Attach proposed schedule with charges (if available):** \$18,683.00

I represent that the payment for the above described broadcast time has been furnished by:

Texans for Pete

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Wayne Alexander

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

***To Be Signed By Candidate or Authorized Committee***

10/14/2016

**Date**

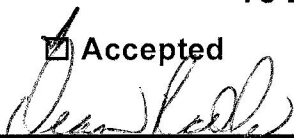
**Signature**

***To Be Signed By Station Representative***

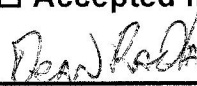
☒ **Accepted**

☐ **Accepted in Part**

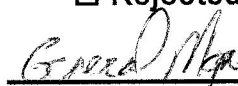
☐ **Rejected**



**Signature**



**Printed Name**



**Title**



WOAI  
4335 NW Loop 410  
San Antonio, TX 78229

Screen Strategies Media-Fairfax  
11150 Fairfax Blvd  
Ste 505  
Fairfax, VA 22030

## Contract # 2663414

**Schedule Dates** 10/18/16-10/24/16  
**Advertiser** Pete Gallegos for Congress-D (74186)  
**Agency** Screen Strategies Media-Fairfax (15683)  
**Product** POLITICAL CANDIDATE (ns) (1186)  
**Brand** Gallego for Congress (867314)  
**Salesperson** Overman, Mindi (3620)  
**Sales Office** KABB/KMYS  
**Buyer Name** Bahng, Caroline  
**Phone/Fax** (703) 272-7300 /  
**CPE** Gallego/General/2644  
**Account Types** Local/Political Candidate Agency BRD  
**Billing Type** Standard  
**Comments**

**Date Entered** 10/17/16  
**Last Modified** 10/18/16  
**Entered By** Mindi Overman  
**CO-OP** No  
**Headline #**  
**Demo**  
**Order Type** Normal  
**Package Deal**  
**Commission %** 15.00  
**Commission** \$3,342.00  
**Net Total** \$18,938.00  
**Sales Tax**

## San Antonio (WOAI)

By Broadcast Month	Spots	Rate
Oct. 2016	35	\$22,280.00
<b>Grand Total:</b>	<b>35</b>	<b>\$22,280.00</b>

*Pd 10/10/16  
1874.25  
K/K 2-92-4/  
Pd 10/14/16  
CR 29731*

## INCOMPLETE CONTRACT

Due to: Pending line Approvals (Contract is shown with Pending Workflow Approvals applied)

Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
1.0	Normal Line / SPOT	10/18/16-10/21/16	1	:30	7A- NBC-The Today Show Hour 1 & 2			1			1			2	\$900.00	\$1,800.00	San Antonio (WOAI)	Today Show - Sec 1	10/17/16
2.0	Normal Line / News	10/18/16-10/21/16	5	:30	5P- News-News 4 WOAI at 5p			1		1	1			3	\$345.00	\$1,035.00	San Antonio (WOAI)	News @ 5p - Sec 5	10/17/16
3.0	Normal Line / SPOT	10/18/16-10/20/16	3	:30	4:30P- Judge Judy 2			1		1				2	\$400.00	\$800.00	San Antonio (WOAI)	Judge Judy - Sec 3	10/17/16
4.0	Normal Line / News	10/18/16-10/21/16	3	:30	6:30P- News-News 4 WOAI at 630p			1			1			2	\$750.00	\$1,500.00	San Antonio (WOAI)	News @ 6:30p - Sec 3	10/17/16
5.0	Normal Line / News	10/18/16-10/21/16	3	:30	5:00:01A- News-News 4 San Antonio Today 5a			1		1	1			3	\$175.00	\$525.00	San Antonio (WOAI)	News @ 5a - Sec 3	10/17/16
6.0	Normal Line / SPOT	10/18/16-10/20/16	3	:30	11A- NBC-The Today Show Hour 4			1		1				2	\$225.00	\$450.00	San Antonio (WOAI)	Today 3 (4th hour) - Sec 3	10/17/16
7.0	Normal Line / News	10/18/16-10/21/16	3	:30	10P- News-News 4 WOAI at 10p			1			1			2	\$1,000.00	\$2,000.00	San Antonio (WOAI)	News @ 10p - Sec 3	10/17/16
8.1	End Dated Line / News	10/18/16-10/18/16	3	:30	5:30A- News-News 4 San Antonio Today 530a			1						1	\$300.00	\$300.00	San Antonio (WOAI)	News @ 5:30a - Sec 3	10/18/16
10.0	Normal Line / SPOT	10/19/16-10/19/16	1	:30	8P- NBC-NBC News Special				1					1	\$4,000.00	\$4,000.00	San Antonio (WOAI)	Presidential Debate - Sec 1	10/18/16
Est 10.0	Unapproved (NewL) / News	10/23/16-10/23/16	5	:30	10:30P- News-News 4 WOAI at 10p Late Run								1	1	\$300.00	\$300.00	San Antonio (WOAI)	News @ 10:30p Su - Sec 5	10/18/16

## CONFIRMATION CONTRACT

Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... <http://sbgi.net/?p=1224> ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.



WOAI  
4335 NW Loop 410  
San Antonio, TX 78229

Screen Strategies Media-Fairfax  
11150 Fairfax Blvd  
Ste 505  
Fairfax, VA 22030

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**Agency** Screen Strategies Media-Fairfax (15683)  
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**Brand** Gallego for Congress (867314)  
**Salesperson** Overman, Mindi (3620)  
**Sales Office** KABB/KMYS  
**Buyer Name** Bahng, Caroline  
**Phone/Fax** (703) 272-7300 /  
**CPE** Gallego/General/2644  
**Account Types** Local/Political Candidate Agency BRD  
**Billing Type** Standard  
**Comments**

**Date Entered** 10/17/16  
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<b>Grand Total:</b>	<b>35</b>	<b>\$22,280.00</b>

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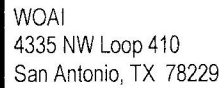
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Line	Line Type / Break Type (Ref #)	Dates	Sec	Length	Run Times	SPW	Mo	Tu	We	Th	Fr	Sa	Su	Spots	Rate	Total	Station	Comments	Entered
11.0	Normal Line / SPOT	10/19/16-10/20/16	5	:30	12:07A- NBC-Late Night with Seth Meyers				1	1				2	\$35.00	\$70.00	San Antonio (WOAI)	Seth -Sec 5	10/18/16
12.0	Normal Line / News	10/20/16-10/20/16	1	:30	6A- News-News 4 WOAI at 6a					1				1	\$1,000.00	\$1,000.00	San Antonio (WOAI)	News @ 6a - Sec 1	10/18/16
13.0	Normal Line / SPOT	10/19/16-10/19/16	3	:30	10A- San Antonio Living				1					1	\$175.00	\$175.00	San Antonio (WOAI)	SA Living - Sec 3	10/18/16
14.0	Normal Line / News	10/19/16-10/20/16	3	:30	6P- News-News 4 WOAI at 6p				1	1				2	\$900.00	\$1,800.00	San Antonio (WOAI)	News @ 6p - Sec 3	10/18/16
15.0	Normal Line / News	10/24/16-10/24/16	3	:30	6:30P- News-News 4 WOAI at 630p		1							1	\$750.00	\$750.00	San Antonio (WOAI)	News @ 6:30p - Sec 3	10/18/16
16.0	Normal Line / News	10/22/16-10/22/16	5	:30	10:00:30P- News-News 4 WOAI at 10p Wknd							1		1	\$400.00	\$400.00	San Antonio (WOAI)	Sat News @ 10 -Sec 5	10/18/16
17.0	Normal Line / News	10/24/16-10/24/16	3	:30	9:59:30P- News-News 4 WOAI at 10p		1							1	\$1,000.00	\$1,000.00	San Antonio (WOAI)	News @ 10p - Sec 3	10/18/16
18.0	Normal Line / News	10/24/16-10/24/16	3	:30	5:30A- News-News 4 San Antonio Today 530a		1							1	\$300.00	\$300.00	San Antonio (WOAI)	News @ 5:30a - Sec 3	10/18/16
19.0	Normal Line / SPOT	10/24/16-10/24/16	3	:30	10A- San Antonio Living		1							1	\$175.00	\$175.00	San Antonio (WOAI)	SA Living - Sec 3	10/18/16
20.0	Normal Line / News	10/24/16-10/24/16	3	:30	6P- News-News 4 WOAI at 6p		1							1	\$900.00	\$900.00	San Antonio (WOAI)	News @ 6p - Sec 3	10/18/16

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Accepted-Agency/Advertiser:	Date:	Accepted-Station:	Date:	Comments:
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Screen Strategies Media-Fairfax  
11150 Fairfax Blvd  
Ste 505  
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<b>Salesperson</b>	Overman, Mindi (3620)
<b>Sales Office</b>	KABB/KMYS
<b>Buyer Name</b>	Bahng, Caroline
<b>Phone/Fax</b>	(703) 272-7300 /
<b>CPE</b>	Gallego/General/2644
<b>Account Types</b>	Local/Political Candidate Agency BRD
<b>Billing Type</b>	Standard
<b>Comments</b>	

<u>By Broadcast Month</u>	<u>Spots</u>	<u>Rate</u>
Oct. 2016	35	\$22,280.00
<b>Grand Total:</b>	<b>35</b>	<b>\$22,280.00</b>

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## CONFIRMATION CONTRACT

Comments:

Page 3 of 3

# Gallego for Congress



<b>Station</b>	WOAI-TV	<b>Buyer</b>	Caroline Bahng
<b>Market</b>	San Antonio	<b>Email</b>	caroline@screenstrategies.com
<b>Flight Dates</b>	10/18/2016 - 10/24/2016 Revised (Est. 2644)	<b>Phone</b>	703-272-7300

Program Name	DP	Days Length	Rate	Tue 10/18	Wed 10/19	Thu 10/20	Fri 10/21	Sat 10/22	Sun 10/23	Mon 10/24	Total
WOAI 5a News 5:00 AM - 5:30 AM	EM	M-F 30	\$175.00 <b>\$525.00</b>	1		1	1				3
Sold Out: Lowest Rate to Clear per WOAI											
WOAI 5:30a News 5:30 AM - 6:00 AM	EM	M-F 30	\$300.00 <b>\$900.00</b>		1		1			1	3
Sold Out: Lowest Rate to Clear per WOAI											
WOAI 6a News 6:00 AM - 7:00 AM	EM	M-F 30	\$1,000.00 <b>\$1,000.00</b>			1					1
Sold Out: Lowest Rate to Clear per WOAI											
Today Show 7:00 AM - 9:00 AM	EM	M-F 30	\$900.00 <b>\$1,800.00</b>	1			1				2
Sold Out: Lowest Rate to Clear per WOAI											
San Antonio Living 10:00 AM - 11:00 AM	DT	M-F 30	\$175.00 <b>\$350.00</b>		1					1	2
Sold Out: Lowest Rate to Clear per WOAI											
Today III 11:00 AM - 12:00 PM	DT	M-F 30	\$225.00 <b>\$450.00</b>	1		1					2
Sold Out: Lowest Rate to Clear per WOAI											
Judge Judy 4:30 PM - 5:00 PM	EF	M-F 30	\$400.00 <b>\$1,200.00</b>	1		1				1	3
Sold Out: Lowest Rate to Clear per WOAI											
WOAI 5p News 5:00 PM - 5:30 PM	EN	M-F 30	\$345.00 <b>\$1,035.00</b>	1	1		1				3
WOAI 6p News 6:00 PM - 6:30 PM	EN	M-F 30	\$900.00 <b>\$2,700.00</b>		1	1				1	3
Sold Out: Lowest Rate to Clear per WOAI											
WOAI 6:30p News 6:30 PM - 7:00 PM	EN	M-F 30	\$750.00 <b>\$2,250.00</b>	1			1			1	3
Sold Out: Lowest Rate to Clear per WOAI											

# Gallego for Congress



<b>Station</b>	WOAI-TV	<b>Buyer</b>	Caroline Bahng
<b>Market</b>	San Antonio	<b>Email</b>	caroline@screenstrategies.com
<b>Flight Dates</b>	10/18/2016 - 10/24/2016 Revised (Est. 2644)	<b>Phone</b>	703-272-7300

Program Name	DP	Days Length	Rate	Tue 10/18	Wed 10/19	Thu 10/20	Fri 10/21	Sat 10/22	Sun 10/23	Mon 10/24	Total
NBC Special 8:00 PM - 10:00 PM 10/19: Presidential Debate	PT	W 30	\$4,000.00 <b>\$4,000.00</b>		1						1
The Blacklist 9:00 PM - 10:00 PM Sold Out: Lowest Rate to Clear per WOAI	PT	Th 30	\$2,000.00 <b>\$2,000.00</b>			1					1
WOAI 10p News 10:00 PM - 10:35 PM Sold Out: Lowest Rate to Clear per WOAI	LN	M-F 30	\$1,000.00 <b>\$3,000.00</b>	1			1			1	3
Saturday 10p News 10:00 PM - 10:30 PM	LN	Sa 30	\$400.00 <b>\$400.00</b>					1			1
Sunday 10:30p News 10:30 PM - 11:00 PM	LN	Su 30	\$300.00 <b>\$300.00</b>						1		1
Seth Meyers 12:05 AM - 1:05 AM	LF	M-F 30	\$35.00 <b>\$70.00</b>		1	1					2
<b>Station Totals</b>			<b>\$21,980.00</b>	<b>7</b>	<b>6</b>	<b>7</b>	<b>6</b>	<b>1</b>	<b>1</b>	<b>6</b>	<b>34</b>